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Focus on Growing Your Business, not Running It

Dynamics GP is a complete enterprise resource planning (ERP) solution for small to medium sized businesses. Dynamics GP helps you gain control over your primary business drivers. From financials and human resource management to manufacturing and operations, Dynamics GP brings people and systems together to support your business ambitions.

Whether you are considering purchasing Dynamics GP or are an existing customer looking to expand your solution with new functionality, this guide provides an overview of the product modules available grouped by the functional area.

Dynamics Partners

Dynamics GP is sold exclusively through Dynamics Partners who are trusted advisors for your end-to-end business solution. Dynamics partners provide planning, implementation, customization, and support services aimed at optimizing your solution for your specific business needs beyond just accounting. They have the expertise to ensure your solution works for you.

Deploying Dynamics GP

Regardless of how the software is purchased it can be deployed where you choose. (On premises, private cloud, public cloud or a hybrid combination)

Buying Dynamics GP

You have the choice of purchasing the Dynamics GP licenses up front (perpetually), or paying a monthly fee (subscription). Both licensing options include rapid start tools, built-in functionality to get up and running quickly.

Both licensing models are designed to simplify the purchase process. Various user types are available to provide different types of access at lower price points giving businesses more flexibility.

Dynamics Perpetual Licensing

With Microsoft Dynamics Perpetual Licensing, you license the ERP Solution functionality up front, and access to that functionality is secured by licensing users. A yearly maintenance renewal is available. Perpetual Licensing is designed to help your businesses get started with an affordable one-time starting price.

Dynamics Subscription Licensing

With Subscription licensing, you pay as you go with a term-based rights to use Dynamics GP. It designed to provide a lower initial licensing cost and flexibility to increase or decrease license counts from one subscription term to the next. This helps businesses get started with a low initial cost.

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Functionality Packs and User Types

The Starter Pack

Businesses can quickly and affordably get started with Dynamics GP. The Starter Pack offers core Financials and Distribution functionality with three full users. It is available in English, Latin American Spanish, and French-Canadian languages.

The Starter Pack is designed to help you:

- Gain control and insight over their finances
- Purchase and sell services, items and materials
- Pay and manage employees

For many businesses, this is the only Dynamics GP license required.

Note: Additional software licenses may be required, such as Windows Server, SQL Server, and Office 365. Software must be licensed per the applicable license terms.

The Extended Pack

Businesses that require more advanced functionality can license the Extended Pack that enables you to extend core financials and distribution with broader functionality extensions such as:

- control the creation of raw materials to finished goods
- managing and billing jobs for professional services, construction and other unique needs.

Customization Pack

The Customization Pack gives you the ability to integrate or customize Dynamics GP yourself with built-in tools for deep integrations with other products, and customizations that extend the application to meet specific requirements.

Extended Human Resources and Payroll

The Starter Pack includes standard US and Canadian Payroll and Human Resources for an unlimited number of employees. The Extended Human Resources and Payroll Pack brings additive functionality that offers more flexibility in how companies pay and manage their employees in the US.

Note: The Starter Pack is a prerequisite to the Extended Pack, Customization Pack and Extended Human Resources and Payroll. These additional packs do not include user licenses.

User License Types

Three user types are available, full, limited and self-service giving you the ability to control access and the cost of your solution. Named Self-service users are designed for non-business tasks. The concurrent limited user can view business information in addition to the self-serve rights. The full concurrent user allows full access.

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Packaging of Functionality & Product Capabilities in Microsoft Dynamics GP 2018

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Think bigger than Dynamics GP

Dynamics GP works with many other technologies giving you more options to solve business problems beyond basic accounting. Our goal is to leverage tools you already know like Excel combined with new technologies that expand through your entire organization.

When you purchase Dynamics GP you are getting much more than leading class accounting. You are getting a business solution from Microsoft

Community
Dynamics GP has an exceptional community that is vibrant and active, filled with experts. With online community forums and events, you can leverage how other companies are utilizing Dynamics GP to get new ideas on how to do business better. www.gpug.com

Microsoft Office 365
Dynamics GP works with Office and Office 365 to extend the value of your business solution with enhanced productivity, collaboration, mobility and business intelligence. Dynamics GP utilizes existing functionality to you give you more value such as sending document to SharePoint or OneDrive, word documents, refreshable excel reports, PowerBI reports.

Microsoft Cloud
Dynamics GP gives you the power to choose how you want to utilize cloud technologies. You can deploy in the Microsoft cloud on Microsoft Azure in either a public or private setting. If you aren’t ready to fully go to the cloud you can do a hybrid. This flexibility gives you choices now and into the future. Azure gives you the flexibility and enterprise-class security, reliability and scalability.

Independent Software Vendors (ISV’s)
Every business is different and has unique needs, some of these requirements are specific to your industry, location or size. Dynamics GP embraces our trusted and tenured ISV community to extend the solution to give you more value.

SQL SERVER
Dynamics GP utilizes full SQL Server technology including the Microsoft SQL Server database, SQL Server Reporting Services, and SQL Server Analysis Services.

Dynamics GP is optimized for a SQL database with built-in scalability plus you can take it further to improve performance for you specific business processes. It also utilizes SQL views to enable faster and easier reporting. Database multi-tenancy gives you flexibility in how you deploy.

PowerBI
For many years the Dynamics GP product strategy has focused on better reporting and giving you ways to turn your data from multiple sources into knowledge. PowerBI is a suite of business analytics tools that delivers business insights throughout your business. It enables you to aggregate, analyze and share data easily.

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Foundation Capabilities

COMPANION APPLICATIONS
Companion apps are lightweight apps designed for users who need to interact with Dynamics GP to execute a specific task. These applications enable you to automate more processes without providing full access to Dynamics GP. The companion applications are available on popular mobile platforms such as Microsoft Office 365, Windows, iOS and Android.

Business Analyzer: A mobile application that provides business intelligence using Microsoft SQL Reporting Services and Microsoft Excel charts.

Time Management: A mobile application that provides the ability to enter, view and submit employee time. Time cards are moved through an approval process inside Dynamics GP.

APPLICATION ACCESS
Dynamics GP offers two methods of access: the desktop client and web client. The web client enables secure access using a browser (Internet Explorer, Chrome, Firefox, etc) thereby enabling anytime, anywhere access. The web client also offers convenient identity management to allow single sign on to Office 365 and other cloud-based applications with Azure Active Directory.

ALL IN ONE DOCUMENT VIEWER
View related documents all within one window that are in various states of being processed, saving users time in searching for all relevant information for a purchasing document.

DRILL DOWN TO/FROM RELATED TRANSACTIONS
Track transactions throughout the system with source document trails that connect documents together giving users insight into where historical transactions flowed through the system.

DOCUMENT ATTACHMENTS
Track additional information related to transactions and contacts by attaching or scanning pictures, contracts, copies of invoices or other related information to records. In addition, reporting within Microsoft Excel extracts data and provides more context.

FIELD LEVEL SECURITY
Apply passwords or block access to forms and windows. You can also apply passwords to fields. Or, you can hide, lock, or disable fields.

RAPIDSTART SERVICES
RapidStart Services significantly accelerates the configuration of a company in Dynamics GP, as well as the migration of data from other products into Dynamics GP. Reduce the number of days required to deploy the solution while also making it easier to engage the right people and teams in your business during the implementation process.

ROLE BASED SECURITY
Limit access to sensitive information by role through Role Based Security. Predefined roles come with the application to help you get started quickly, and to define internal controls and maintain separation of duties therefore reducing risk.

SMARTLIST DESIGNER
Allow your people to slice, dice and filter your business data to provide answers quicker through SmartLists, one of the most popular features in Dynamics GP. Hundreds of SmartLists are built into the application and you can also edit them and build your own.
NAVIGATION LISTS
Finding information is critical in any system and navigation lists takes this to the next level by giving you the ability find information but also perform tasks related to the data you find. You can create customized lists for your specific role.

TASKS AND REMINDERS
Help people work together by assigning and tracking tasks. Also, setup reminders that proactively inform you when specific incidents occur such as customers going over their credit limit, short stock items, or payables due. Reminders are defined per user, so each user can get the reminders they need to be more proactive.

QUICK LINKS
On the Dynamics GP Home Page, you can create quick links to the windows you use most. In addition, you can link to places outside of Dynamics GP like frequently used websites.

WORKFLOW
Provide structured steps and approvals of business processes through native workflows that can be modified easily to your unique business needs. Workflows currently supported are General Ledger Batch, Receivables Batch, Payables Batch, Vendor, Purchase Order, Requisition, Employee, Time, Employee Profile, Employee Skills, Direct Deposit, W4 and Project Expense.

PROCESS SERVER
Move processor-intensive tasks off the computers your employees use every day and onto dedicated process servers, thereby avoiding costly slowdowns.

SERVICE BASED ARCHITECTURE (SBA)
SBA supports exchange of information between Dynamics GP and other applications, such as products, third party applications and mobile applications, using common standards. SBA services support operations in Financials, Inventory, Purchasing, Receivables, Requisitions, Sales, Administration and System. SBA easily connects systems to improve information exchange between departments, automate more lightweight processes and become responsive with their vendors.

EASY TO LEARN
At the foundation of Dynamics GP, the navigation includes many features like home pages and area pages that gives you obvious access to functionality. It only shows what you have access to, making it easy to get up and running quickly.

EXPORT TO EXCEL
Work in the tool you already love and know, Excel. Dynamics GP offers several ways to export data to Excel and goes the extra step of providing refreshable Excel reports, so you don't have to continuously export.

INTEGRATION
Integrating systems together in the right way improves business processes, makes you more productive and saves money. Though various tools, Dynamics GP is easy to integrate with/to/from, empowering you to be able work differently.

PERSONALIZATION
Being able to configure and personalize your system without a developer gives you flexibility to work how you want. Of course Dynamics GP can be customized, but personalization reduces the need to.

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Financial Management

ACCOUNT LEVEL SECURITY
Enhance security features and account views by allowing users to enter, edit, and view information from a reduced account set, based on the access granted for General Ledger accounts on a per-user basis.

ANALYTICAL ACCOUNTING
Analyze financial data by whatever criteria you require for greater reporting flexibility and extensibility. Track financial data by different dimensions, such as region or profit center, without adding to your chart of accounts.

BUDGETING
Track multiple budgets for multiple fiscal years in multiple currencies and General Ledger Accounts. Easily update and maintain budgets by leveraging Excel to import and export. Also, get insight into your business by reporting budget verses actual by year, quarter or month. Keep an audit trail of who modifies a budget and when to maintain control over your business.

CUSTOMER/VENDOR CONSOLIDATIONS
Quickly transfer information between Receivables Management and Payables Management to create a customer record that uses information already available in a vendor record, and vice versa, giving a consolidated view of the vendor and customer relationships. Also easily combine customer accounts or vendor accounts.

CASH FLOW MANAGEMENT
Customizable views and forecasting tools enable you to control, predict, and monitor inflows and outflows that track a company’s liquidity over time. A calendar gives people the insight into your inflows and outflows in an easy to understand format.

ENCUMBRANCE MANAGEMENT
Locate and track budget information, query current or historical encumbrances, and streamline period-end and year-end processes. Control your purchasing process by limiting purchases through encumbrance posting.

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**FIXED ASSET MANAGEMENT**

Improve financial control and put company assets such as buildings, machinery and equipment to the best possible use with tools for tracking, analyzing, and manipulating fixed assets. For each asset you can track and depreciate by calendar or fiscal year with several methods including MACRS and many others. Track depreciation for tax liabilities for the most common tax books. Analyze and track assets historically to better manage your assets.

**GENERAL LEDGER**

Maintain your financial journal entries and budgets with a double-entry accounting ledger that supports up to 999 periods. Track non-financial data like unit accounts at the general ledger level. Transfer account balances based on a variable account by percent or unit giving more flexibility to your general ledger. Perform revenue recognition and intercompany transactions. Easily copy and paste data from excel or text into general ledger journal entries.

**GRANT MANAGEMENT**

Not-for-profit and public-sector organizations can automate grant management processes to track funds more easily, demonstrate accountability, prevent overspending and help attract future funding.

**INTERCOMPANY**

Set up and maintain relationships so that revenues or expenses incurred in one company can be tracked as “due to” or “due from” amounts in other companies. View and void distributions of intercompany transactions from other companies.

**LOCKBOX PROCESSING**

Automatically import and apply customer payment information from a lockbox transaction file provided by your financial institution. Lockbox Processing provides reliable receivables information, improved funds availability, and greater fraud protection.

**MULTICURRENCY MANAGEMENT**

Take control of multinational operations and manage currency transactions smoothly and efficiently with flexible, powerful multicurrency capabilities such as easy reevaluation.

**MULTIDIMENTIONAL ANALYSIS**

Record detailed data about your transactions and perform detailed analysis of data after posting, without creating a highly detailed chart of accounts.

**NATIONAL ACCOUNTS**

National Accounts provides the ability to define a national account relationship between multiple customers. It enables a customer to be defined as the “parent” account to which “child” customers may be added. This allows a payment received from the parent company to be applied across any of the child customers’ payments. Credit documents can also be applied from the child customer to any other member of the national account.

**PAYABLES MANAGEMENT**

Automate routine and complex accounts payable tasks with real-time statistical history, easy reconciliation, account control, payment scheduling, and check printing. Receive warnings when an open purchase order exists. Track vendor details including multiple ship-to addresses, payment terms, credit limits, vendor items and more.

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Product Capabilities Guide for Microsoft Dynamics GP 2018
RECEIVABLES MANAGEMENT

Control your accounts receivable with automated processes for invoices, receipts, finance charges, and statements, including the ability to analyze customer activity. Setup and maintain customer records including credit limit, contact names, aging balances and more.

REFUND CHECKS

Print refund checks for customers with credit balances, automatically debiting the customer and updating the general ledger.

REVENUE/EXPENSE DEFERRALS

Simplify deferring revenues or distributing expenses with the ability to make entries for future periods within General Ledger, Receivables Management, Payables Management, Sales Order Processing, Purchase Order Processing, and Invoicing.

SAFE PAY

Easily add Positive Pay functionality, including daily exporting of checks for comparison by the bank when checks are presented for payment.

BANKING

BANK RECONCILIATION

Create, manage and reconcile from your checkbook ledger to the bank’s account records through a single, automated process across multiple currencies.

CASHBOOK BANK MANAGEMENT

Attach unlimited checkbooks to your bank, make bank transfers, enter General Ledger, Receivables Management, and Payables Management transactions, post batches, and build deposits for your bank transactions. You can also import your bank statements into Dynamics GP, and reconcile transactions at any time.

ELECTRONIC BANK MANAGEMENT

Streamline setup, entry, maintenance, and reconciliation for all transactions that appear on your bank statement—including payments to creditors, cash receipts from debtors, and bank charges.

ELECTRONIC BANKING SUITE

Gives you the ability to integrate with your checkbooks electronically and includes ERM (Electronic Funds Transfer for Receivables Management), EBR (Electronic Bank Reconciliation) and EPM (Electronic Funds Transfer for Payables Management).

ELECTRONIC RECONCILIATION MANAGEMENT

Take advantage of integration with Bank Reconciliation to automate electronic reconciliation and management for transactions, adjustments, and exceptions, using tools that work with any bank that supports automatic reconciliation.
Business Intelligence and Reporting

**BUSINESS ANALYZER**

Gain powerful, role-specific insight with charts and graphs both inside of Dynamics GP client and outside through a companion application, plus perform tasks and collaborate with others. View SQL Reporting Services, Microsoft Excel and Management Reporter reports from one central location, giving the ability to access data from virtually anywhere. Business Analyzer is optimized for tablets powered by Windows, iOS and Android platforms.

**PowerBI Dashboards and Reports**

Several premade dashboards and reports are available that connect directly the Dynamics GP and accessible through PowerBI Desktop or on the Dynamics GP Homepage.

**Excel Reports**

With over 400 built in Microsoft Excel reports that connect directly to the data source plus an Excel report builder, Dynamics GP offers a solid foundation to create reporting. Refreshable excel reports provide easy and quick access to latest data from a network location, local desktop, or even SharePoint.

**Dynamics GP workspace**

An app in the Office 365 store is available to easily create and securely share executive dashboards showing financial, sales, purchasing and inventory information. Dashboards also enable users to drill back to Dynamics GP to analyze specific transactions.

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Supply Chain Management

**AVAILABLE TO PROMISE**
Help ensure the right inventory is available at the right time to meet customer needs, make firm delivery promises, and boost profitability by being able to predict when inventory is available. This functionality uses purchasing, inventory and sales information to determine when inventory will be available to sell.

**BILL OF MATERIALS - INVENTORY**
Increase productivity with fast, flexible tracking of components and subassemblies used in light manufacturing and similar production and assembly operations. Bill of Materials is used for assembling materials into finished goods. Manufacturing Bill of Materials offers more robust functionality.

**ADVANCED PICKING**
Increase visibility and tracking for the pick, pack and shipping process. Advanced Picking in Dynamics GP tailors picking routines to meet individual site’s business requirements, bin or bay sequence, or method of operation. This provides organizations with the flexibility needed to lower overhead, reduce handling, and improve accuracy for both single and multi-site warehouse operations.

**EXTENDED PRICING**
Create flexible pricing options and rules for customers, including standard and personalized percentage-off, value-off, and net pricing options. Implement date-sensitive functionality for sales and promotions.

**INVENTORY CONTROL**
Monitor inventory stock levels and costs, and set prices on a customer-by-customer basis to stay competitive, speed fulfillment, and build loyalty. Inventory control provides multiple costing methods, tiered pricing, alternate vendors, serial/lot tracking for selling items more efficiently. For added flexibility multiple locations and bins are available with tracking reason codes for transfers and cycle counts to get a more accurate inventory.

**LANDED COST**
Track and update the true cost associated with an inventory item and then automatically assign or modify costs as items are received.

**PO GENERATOR**
Automate purchasing by generating a suggested purchase order, with order point or minimum/maximum settings that determine quantities needed based on purchasing, sales, and inventory data.

**PURCHASE ORDER PROCESSING/RECEIVING**
Manage commitments and build lasting vendor relationships with automated purchasing and approval processes, flexible extended pricing, and blanket purchase orders. Receive partial shipments with discounts, landed costs and prepayments to better manage your purchasing and receiving process. With tolerance handling, receive items within a threshold percent of the purchase order for more flexible receiving and better purchasing management.

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**REQUISITION MANAGEMENT**
Allow people to request purchases needed to run the business and for personal use with a complete workflow process to maintain control of purchasing while automating your processes. With the necessary approvals, process steps and accounting, requisitions helps you be more productive.

**RETURNS MANAGEMENT**
Generate returns from historical posted customer invoices, service calls, or manually. Return the item to the vendor or fix it within your company and automatically transfer items from the returns warehouse to the main warehouse.

**SALES ORDER PROCESSING**
Automate the sales ordering process to improve customer service, control fulfillment and invoicing, and minimize shipping and labor costs. Track quotes, orders, back orders, invoices and allow discounts per item and partial shipments. Enable quicker sales with suggested items that offer upsell opportunities and substitutions for items that out of stock.

**MANUFACTURING ORDER PROCESSING**
Efficiently track and manage the entire cycle of order processing, including detailed production costs, work orders, routings, outsourcing, and work center definitions.

**MASTER PRODUCTION SCHEDULING**
Gather information from sales forecasts to form a single, comprehensive production schedule and automatically create manufacturing orders.

**MATERIALS REQUIREMENTS PLANNING**
Ensure proactive planning, smart procurement decisions, and precise adjustments to production with flexible planning and analysis capabilities in addition to viewing material requirements and vendor information.

### Project Management

**PROJECT ACCOUNTING**
Maintain tight control over project direction, costs, execution, and budget; support resources effectively; and ensure accurate billing and accounting through tight integration with financials, inventory, and accounts receivable.

**PROJECT TIME AND EXPENSE**
Capture, review, and approve project time sheets and expense reports, enabling prompt, accurate customer invoicing and efficient reimbursement for expenses.

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**Manufacturing**

**MANUFACTURING SUITE**
Delivers Capacity Requirements Planning, Engineering Change Management, Job Costing, Quality Assurance, Sales Configurator, and Sales Forecasting.

**MANUFACTURING BILL OF MATERIALS**
Deliver complete and consistent product information. Manage materials, components, and assemblies with precision precisely including costs, locations, and routing sequences. Gain control of finished goods, reduce costs, and increase profitability.
Field Service Management

**CONTRACT ADMINISTRATION**
Manage and unlimited number of contracts using flexible functionality that includes price books, profitability against service calls, and revenue recognition through five different methods.

**DEPOT MANAGEMENT**
Track parts, labor, and expense details. Create a Parts Usage report. Manage spare parts and trunk-and-lot-tracked stock inventory.

**PREVENTIVE MAINTENANCE**
Forecast purchasing and scheduling requirements based on time in service or product usage. Coordinate open service requests with upcoming preventive maintenance calls. Track details of Preventive Maintenance activities.

**SERVICE CALL MANAGEMENT**
Track and update new and historical service calls against a contract, service warranty, and current inventory. Time execution, coordinate customer schedules, assign appropriately skilled technicians, and escalate calls automatically plus billing through the accounting system.

Configuration and Development

**CUSTOMIZATION SUITE**
This suite includes all the tools available to customize Dynamics GP to meet specific business needs beyond what our vast network of Independent Software Vendor’s (ISV’s) provide. The tools included are eConnect, Web Services, Microsoft Visual Studio® SDK, and Dexterity. Dexterity is the programming language used to create and customize Dynamics GP.

**INTEGRATION MANAGER—CONVERSIONS**
Import data into Dynamics GP using this integration tool during your implementation (available for use for 240 days following purchase for purpose of migrating data).

**INTEGRATION SUITE**
This suite includes a set of tools used to import data from other applications. Each tool has different functionality that fits preference and needs of users. These tools include Integration Manager for Distribution, Integration Manager for Financials, eConnect, and Web Services.

**MODIFIER WITH VISUAL BASIC FOR APPLICATIONS**
Modify the appearance and functionality of any Dynamics GP or Dexterity-based third-party window, add new fields, change global resources to affect the entire application, and attach VBA code for less complex business logic.

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Human Resource Management

**BENEFITS MANAGEMENT — UNITED STATES**
Reduce paperwork and manual entry by moving benefit processes online, including yearly benefits, change of status, and more. Yearly benefits enrollment online instead of on paper will save you time and reduce human errors.

**FEDERAL MAGNETIC MEDIA**
Help maintain full compliance with government reporting requirements by generating Federal Magnetic Media files.

**HUMAN RESOURCES**
Attract and retain top talent and offer employees better services with customizable hiring processes, scheduling, pay rates, and performance evaluation tools.

**HUMAN RESOURCES—ADVANCED**
Track critical health and wellness information to monitor the well-being of your employees and ensure government compliance. Manage employee certifications, license and training requirements to maximize the value of people in the organization.

**PAYROLL—ADVANCED**
Extend Payroll capabilities with Pay Policy Manager, Labor Accrual Manager, Advanced Labor Reporting, and Payroll Hours to General Ledger functionality.

**PAYROLL—CANADA**
Automate payroll processing, equip staff to handle complex payroll requirements, and offer better service to your employees while reducing overhead costs.

**PAYROLL—UNITED STATES**
Automate payroll processing, equip staff to handle complex payroll requirements, and offer better service to your employees while reducing overhead costs.

**PAYROLL CONNECT**
Automate data transfer from ADP/PC Payroll for Windows into General Ledger, using a turnkey solution that eliminates the need to reenter data.

**PAYROLL DIRECT DEPOSIT**
Add payroll funds to employees’ bank, savings and loan, or credit union accounts through an automated clearing house (ACH) file.

**POSITION CONTROL**
Manage labor budgets and human resources based on specific job functions and a specific head count. Apply data throughout the Human Resource and Payroll system to enforce the business rules and to manage the movement of human resources throughout the organization.

**EMPLOYEE PROFILE and EMPLOYEE PAY**
Allow employees to view or update their personal information, create and manage their absences, enter skill and training, and enter requisitions through the self-serve user. With the employee functionality, employees can spend more time focusing on their day-to-day business and tasks and worry less about administrative burdens.

**PTO MANAGER**
Manage complex vacation and sick time policies automatically. View historical vacation and sick time easily.
Microsoft Resources

**Microsoft Dynamics Website** Learn about what Microsoft Dynamics solutions can do for your organization and how to get started.


**Microsoft Dynamics GP Community Website** Learn from others from the vast community of customers and partners.


**Microsoft Dynamics Marketplace** Find the right experts, applications and services for your needs.


**Software License Terms** Get product license terms.


**CustomerSource** - Microsoft Dynamics CustomerSource is a password-protected site for customers who use Microsoft Dynamics products. Included as a benefit of your service plan, CustomerSource allows you to search a powerful Knowledge Base for Microsoft Dynamics, view online training for Microsoft Dynamics, download updates, and find other timely information and resources virtually 24 hours a day. (Sign-in required.)


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